

Message Text

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64

ACTION EB-07

INFO OCT-01 AF-06 NEA-09 ISO-00 CAB-02 CIAE-00 COME-00

DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 MC-02 TRSE-00

AID-05 XMB-02 L-02 /043 W

----- 089217

R 171645Z MAR 75

FM AMEMBASSY MONROVIA

TO SECSTATE WASHDC 4969

INFO AMEMBASSY ABIDJAN

AMEMBASSY ACCRA

AMEMBASSY BAMAKO

AMEMBASSY BANJUL

AMEMBASSY CONAKRY

AMEMBASSY COTONOU

AMEMBASSY DAKAR

AMEMBASSY FREETOWN

AMEMBASSY LAGOS

AMEMBASSY LOME

AMEMBASSY NDJAMENA

AMEMBASSY NIAMEY

AMEMBASSY NOUAKCHOTT

AMEMBASSY OUGADOUGOU

AMEMBASSY YAOUNDE

AMCONSUL CASABLANCA

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CASABLANCA FOR RCAA

E.O. 11652: N/A

TAGS/ EAIR, BEXP, LI

SUBJ: CIVAIR - AIRCRAFT EXPORT PROMOTION

REF: A) STATE 057389; B) MONROVIA 0437; (NOTAL: C) MONROVIA 1295
(NOTAL)

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1. ESSENTIALLY EMBASSY'S LATEST INFORMATION ON MOVES BY AIR

LIBERIA IS CONTAINED IN REF B, AND COMMERICAL ATTACHE PORTER'S MEMCONS OF JANUARY 16 AND JANUARY 18 WITH RICHARD G. BROWN AND CHARLES CLEMENS (SEE ALSO PARA 9B, REF C).

2. WELL-INFORMED WEST EUROPEAN DIPLOMATIC SOURCE TOLD ECON COUNSELOR MARCH 14, THAT DRAFT TREATY TO ESTABLISH ECONOMIC COMMUNITY OF WEST AFRICAN STATES (ECOWAS) CALLS FOR COOPERATION IN CIVAIR MATTERS AND STANDARDIZATION OF JET AIRCRAFT FLYING REGIONAL ROUTES. ACCORDING TO SOURCE THIS RULES OUT BAC-111 AND DC-9 (WE UNDERSTAND THERE ONLY THREE DC-9'S IN AFRICA AND NONE IN WEST AFRICA). SOURCE INDICATED ECOWAS CHOICE NARROWED TO F-28'S AND B-737'S, WITH F-28 FRONTRUNNER AT THIS TIME.

3. AIR LIBERIA PRESIDENT (HUGHES AIRWEST) TOLD EMBOFF TODAY THEY HAD JUST CABLED BOEING AND DOUGLAS INFORMING THEM THAT DUE TO PRESIDENT'S ABSENCE FROM COUNTRY, PRESENTATION SCHEDULED FOR THIS WEEK WOULD BE POSTPONED UNTIL MID-MAY. AT THAT TIME AIR LIBERIA WILL PRESENT COMPLETE PLAN FOR MODERNIZING FLEET (REF B) TO PRESIDENT. HE EXPECTS FOKKER AND POSSIBLY BAC WILL ALSO BE INVITED MAKE PRESENTATION. HE SAID THAT HE PERSONALLY SAW FOKKER TEAM HERE LAST WEEK, AND UNDERSTANDS BAC TEAM WAS ALSO IN TOWN. HE NOTED THAT LATEST RUMOR (UNCONFIRMED) AROUND TOWN WAS THAT BAC HAD OFFERED TWO OLDER-MODEL BAC-111'S IN TRADE FOR PRESIDENTIAL G-11, WITH ATTRACTIVE FINANCING PACKAGE. AIR LIBERIA WOULD BE DEAD SET AGAINST THIS PROPOSAL.

4. COMMENT: ALTHOUGH AIR LIBERIA BEING EVEN-HANDED IN MANUFACTURERS MAKE PRESENTATION, IT APPEARS THEY LEANING TOWARD RECOMMENDING BOEING. EXPERIENCE WITH TWO PRESENTLY OWNED F-27'S HAS NOT BEEN THE BEST, AND GENERAL LIBERIAN PREFERENCE FOR US GOODS WORKS IN OUR FAVOR. IN ADDITION, SPECTRE OF BADLY CRIPPLED GHANA F-28 (WHICH STILL SITTING PROMINENTLY ON SPRIGGS-PAYNE RAMP) HAS DEFINITE NEGATIVE PSYCHOLOGICAL IMPACT HERE, AND COULD POSSIBLY TIP SCALES IN FAVOR OF AMERICAN AIRCRAFT IN CLOSE RACE. ALTHOUGH EMBASSY FEELS GOL ACQUISITION OF JETS MAKES LITTLE ECONOMIC SENSE, WE CAREFULLY FOLLOWING DEVELOPMENTS AND ACTIVELY PROMOTING US AIRCRAFT. BEAN

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